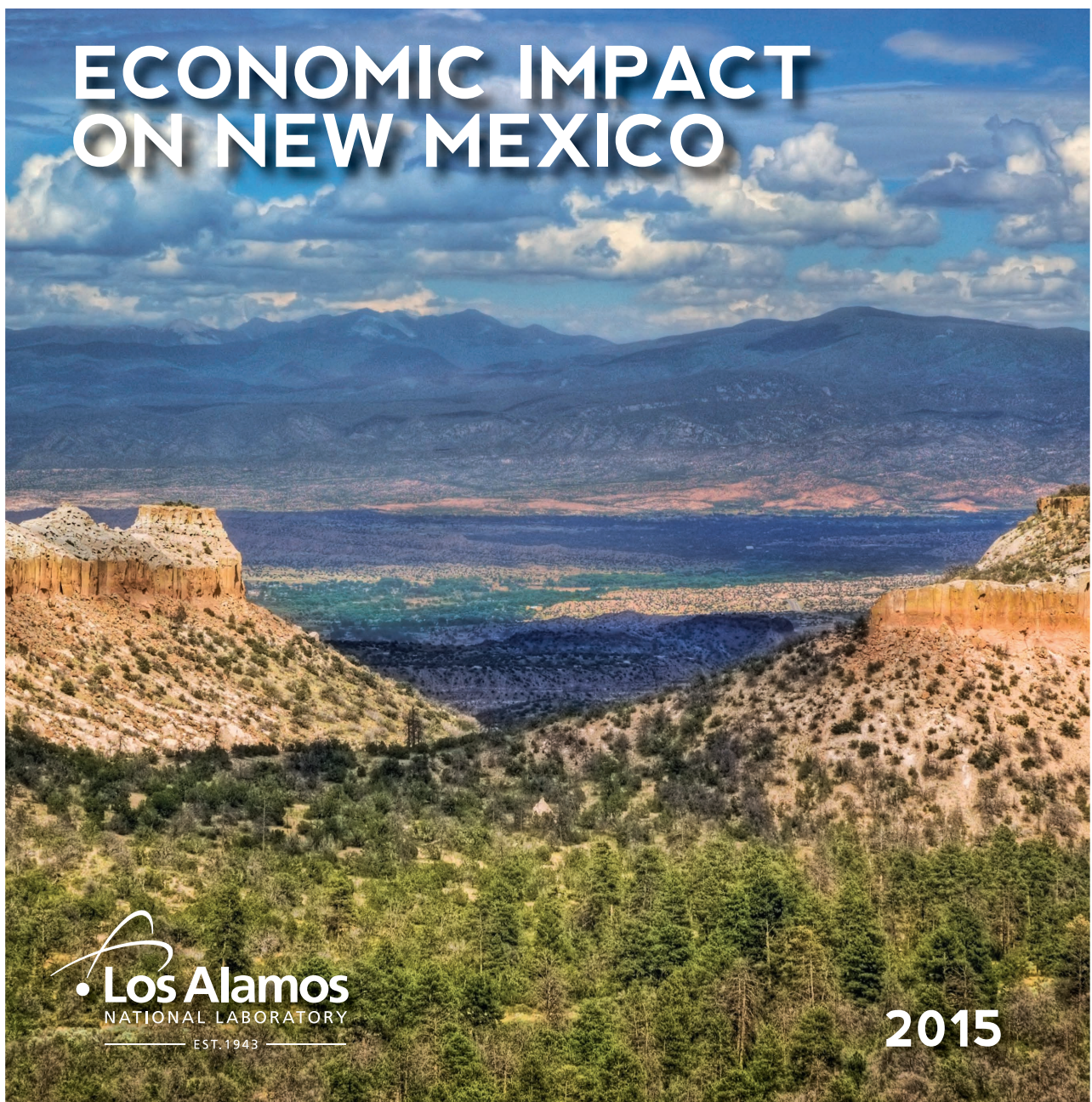


LOS ALAMOS NATIONAL LABORATORY

ECONOMIC IMPACT ON NEW MEXICO



 **Los Alamos**
NATIONAL LABORATORY
EST. 1943

2015

Solving national security challenges through scientific excellence

Los Alamos National Laboratory has a proud history and heritage of science and innovation. Today, as the senior laboratory in the Department of Energy system, Los Alamos serves the nation by applying world-changing science and technology to current and emerging national and global security challenges.

To fulfill our commitments, we will be cost effective and efficient and operate with quality and reliability. Through our relations and partnerships across government agencies, laboratories, universities, and industry, we deliver the best possible science and technology results for the nation while making a positive impact on our New Mexico communities and economy.*



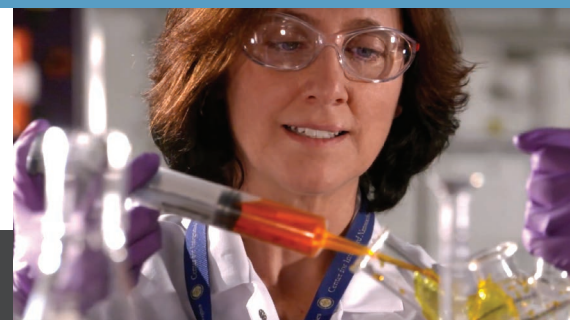
** The data in this brochure has been derived from Los Alamos National Laboratory's financial system for payments made in fiscal year 2015 (October 1, 2014, through September 30, 2015). The charts and explanations expand on the financial impact of the Laboratory's spending.*

Los Alamos National Laboratory, an affirmative action/equal opportunity employer, is operated by Los Alamos National Security, LLC, for the National Nuclear Security Administration of the U.S. Department of Energy under contract DE-AC52-06NA25396. LALP-16-007

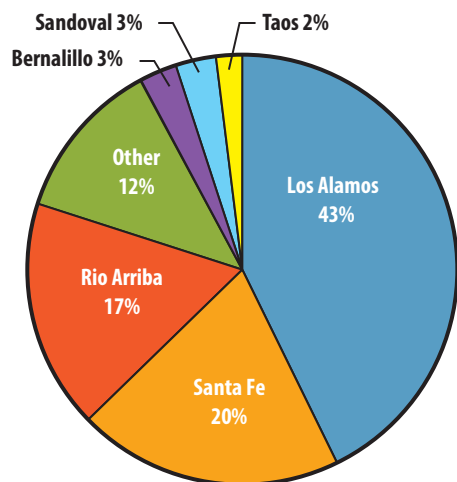
EMPLOYMENT

Providing solutions to the most pressing issues facing the nation

Los Alamos National Laboratory is a workplace that attracts, inspires, and develops world-class talent to ensure a vital future workplace. Diversity fuels our innovative, agile, and principled workforce that is essential to solving problems of global importance.



10,196 TOTAL EMPLOYEES
by county of residence



Other counties: Chaves, Curry, Doña Ana, Eddy, Grant, Lea, McKinley, Mora, Roosevelt, San Juan, San Miguel, Sierra, Socorro, Torrance, Valencia

ANNUAL SALARY
distribution by county

\$938,875,004*

Los Alamos:	\$484,279,820
Santa Fe:	\$205,022,605
Rio Arriba:	\$113,456,832
Sandoval:	\$30,468,359
Bernalillo:	\$23,157,112
Taos:	\$10,442,878
Other:	\$72,047,398

* Craft salaries
are not included.

**Community Relations
and Partnerships**

Kathy Keith

(505) 665-4400

kkeith@lanl.gov

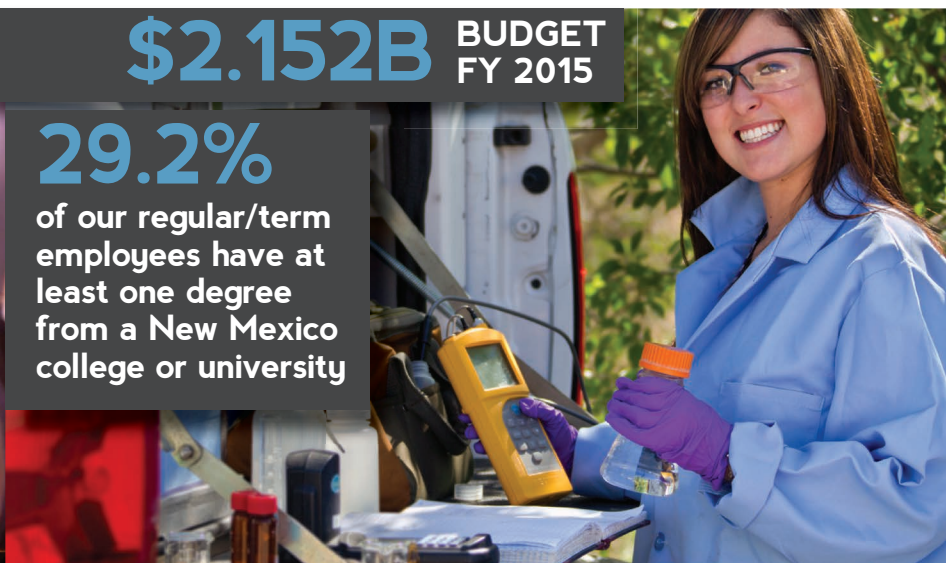
www.lanl.gov/community/index.php

41% of Los Alamos employees
were born in New Mexico

\$2.152B BUDGET
FY 2015

29.2%

of our regular/term
employees have at
least one degree
from a New Mexico
college or university



ECONOMIC DEVELOPMENT

Developing new business, strengthening existing companies, contributing to a diverse economy

The Laboratory invests and partners in economic development initiatives and programs that help stimulate business growth, create jobs, and strengthen our communities. We partner with regional economic development organizations and business service providers throughout New Mexico, providing funding and free-of-charge scientific and technical resources for New Mexico businesses.

Companies and entrepreneurs helped throughout New Mexico **5,416**

New financing attracted **\$215M**

Jobs created or retained **5,705** with salaries totaling **\$203M**

Economic Development

Vangie Trujillo

(505) 665-4400

vangie@lanl.gov

www.lanl.gov/community/economic-development.php



Venture Acceleration Fund recipient UbiQD licensed Los Alamos technology to launch its business in northern New Mexico.



R&M Construction from Santa Clara Pueblo is a 2015 Native American Venture Acceleration Fund recipient.



Creating and supporting an entrepreneurial culture in northern New Mexico

Total investment **>\$3.2M**
Total \$ results of companies **\$138.1M***

Total investment **>\$250,000**
New revenue generated **\$692,500***

For every **\$1** tax credit invested, the state of New Mexico receives a return of **\$1.19.***

INVESTMENT

The **Venture Acceleration Fund** provides funding to companies in every stage of development, ranging from proof of concept, prototyping, and product engineering to customer acquisition and market validation.

Native American Venture Acceleration Fund

Native American companies can apply for funding to help with critical technical services, which leads to increased revenues and employment for the company. The program is funded by Los Alamos National Laboratory and managed in partnership with the Regional Development Corporation.

TECHNICAL ASSISTANCE

New Mexico Small Business Assistance Program (NMSBA) assists for-profit small businesses in New Mexico with access to subject matter experts and cutting-edge technologies at Los Alamos and Sandia national laboratories to solve technical challenges.

* Surveys, conducted by a third-party contractor, were performed with participating clients in each program six months to one year after project completion.



Tibbar Plasma Technologies from Los Alamos received the NMSBA Honorable Speaker Ben Luján Award for Small Business Excellence.

Market Transition Program

Micheline Devaurs

(505) 665-9090

fci-edev@lanl.gov

www.lanl.gov/projects/feynman-center/index.php



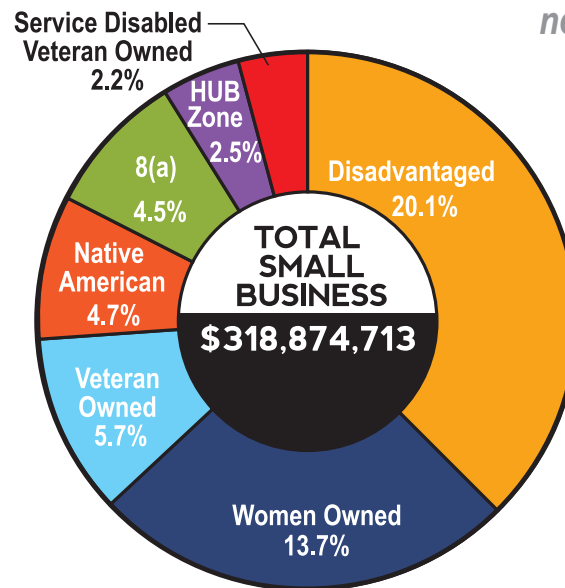
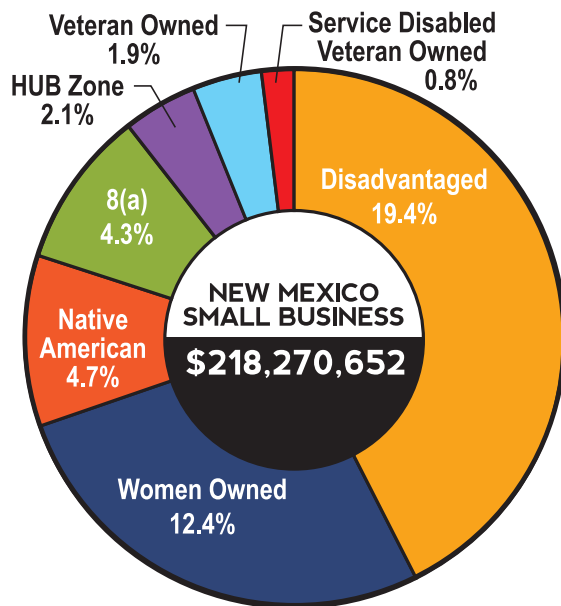
SMALL BUSINESS PROCUREMENT

Purchasing quality products and services from small businesses while ensuring that the needs of the Laboratory and its customers are met

Payments made to suppliers as a result of Laboratory procurements help drive economic growth in New Mexico and the nation. The staff in our Small Business Program and procurement personnel work closely with small businesses to learn about the goods and services available to the Laboratory and inform them about subcontracting requirements and opportunities.

We are committed to working to actively increase procurement opportunities for our neighboring communities and pueblos.

Director Charles McMillan



Small Business Program
Chris Fresquez
(505) 667-4419
chrisjf@lanl.gov
business@lanl.gov

Payments for subcontracted goods and services

Total Laboratory ————— **\$617,326,109**

Total New Mexico ————— **\$329,695,840**

Purchase Card acquisitions

————— **\$57,415,883**

————— **\$12,787,883**

